

May/June 2009

Trendlines

Perspectives on Utah's Economy

Job Outlook for College Grads

College Grads

Face Turbulent Times
Finding a Job

HIRING IN THE MIDST OF FIRING...

Even during a recession,
many workers find jobs.

**EQUAL
Opportunity
Recession?** *The male labor
force is hit harder*

School's out...
now get to work!

PLUS:

Summer Job Advice
FOR TEENS



Department of Workforce Services

Trendlines

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Trendlines

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Outlook for College Grads and Summer Youth Issue



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An Economy Charting A New Depth

*Utah's employment
may contract by 3
percent or greater.*

This current economic downturn is setting up to go down in the history books for the State of Utah. It won't be a good historical standing, as the employment losses currently under way are headed for depths not seen outside of a major war-influenced economy. When tracking the monthly flow of employment throughout the coming year (as compared against the same month the year prior), it is easy to envision Utah's employment contracting by 3 percent or greater.

That would be the most Utah job losses in a "peacetime" economy since record keeping began in 1939. Employment contracted 10 percent in the summer of 1944 following a 40 percent buildup the year before, but this was all World War II related. Employment fell 5 percent in March 1954 as the Korean War was being drawn down. Both of those employment contractions were tied to lost defense jobs (artificially high due to the wars).

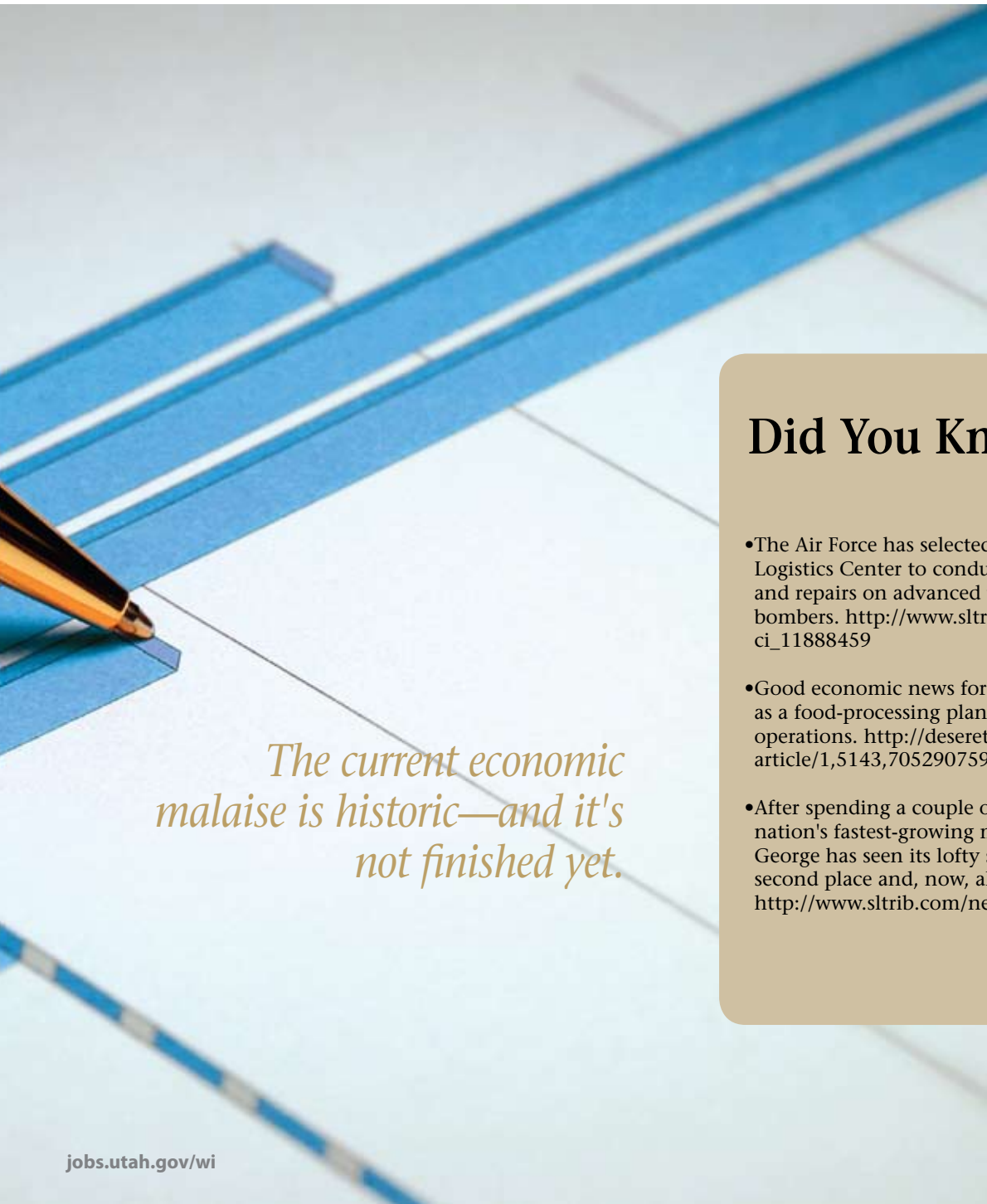
Outside of those anomalies are the "normal" economic years. Utah has a long history of a growing, strong economy. The average yearly employment growth rate since 1950 is 3.3 percent.



Utah's employment contraction for February 2009 is at -2.1 percent. It is destined to go lower as the ensuing months are tabulated. Outside of the war years, there is only one other time—July 1964; a defense-related missile system cutback—when the Utah economy contracted by as much as 2.1

percent over a 12-month period. March 2009's employment contraction will be lower than -2.1 percent, and thus will be Utah's lowest economic performance outside of a war year since at least the 1930s. The low point of the early 1980s economic downturn in Utah was -1.9 percent in August 1980 (considered

America's sharpest downturn since the Great Depression). The low point of the dot com recession earlier this decade was "only" a negative 1.4 percent in March 2002. All of this is noted to place this current economic malaise in an historical context—and it's not yet finished. ⓘ



The current economic malaise is historic—and it's not finished yet.

Did You Know...

- The Air Force has selected Ogden's Air Logistics Center to conduct maintenance and repairs on advanced unmanned bombers. http://www.sltrib.com/ci_11888459
- Good economic news for central Utah as a food-processing plant restarted operations. <http://deseretnews.com/article/1,5143,705290759,00.html>
- After spending a couple of years as the nation's fastest-growing metro area, St. George has seen its lofty status slip to second place and, now, all the way to 10th. http://www.sltrib.com/news/ci_11946708

Equal Opportunity Recession?

*This extensive
downturn is
affecting most
industry sectors.*

Is this an equal opportunity recession? Up to this point, no. This recession is not treating males and females equally—but that's really nothing new. Most recessions hit the male labor force harder than the female.

When we say hit we mean job losses. When you look back across recessions, it doesn't seem to matter in what industry or sector the spark originated, the fire always significantly makes its way into the goods-producing sector. That area largely consists of construction and manufacturing, and those are industries dominated by male workers. Therefore, within every recession, the male-dominated industries suffer a heavy proportion of job loss.

This isn't to say that females aren't losing jobs. They are, because this is

such an extensive downturn that it is affecting most industry sectors. But the big job losses to date are occurring in construction and manufacturing. Together, those industries dropped 24,000 jobs in Utah across the 12 months ending in February 2009. All remaining sectors lost a cumulative 1,500 jobs.

In addition to construction and manufacturing, males also are heavily prevalent in wholesale trade, and the transportation and warehousing industries.

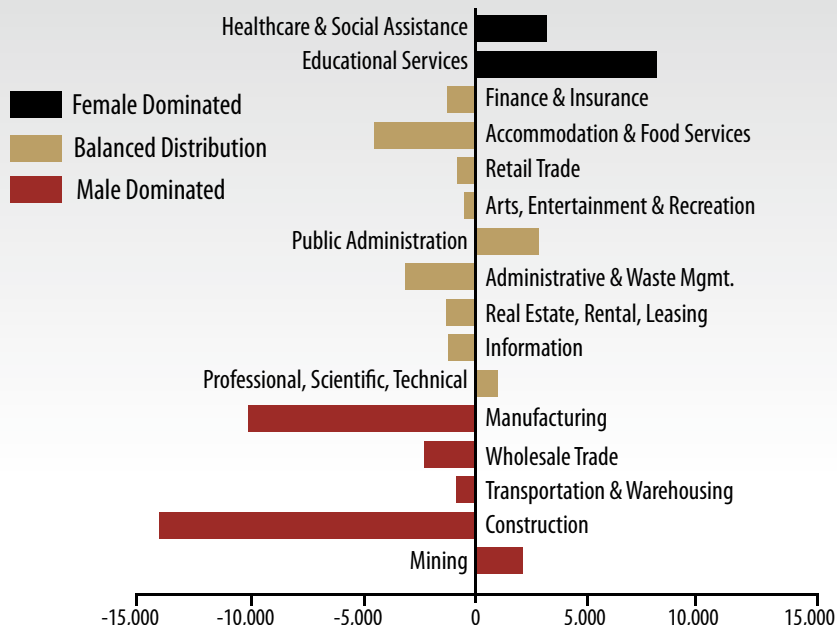
Females have industries they dominate—particularly educational services, and healthcare. They also happen to be the two industries least negatively affected by this downturn. That is the major reason why this downturn is hitting the male workforce more

forcefully than the female workforce. The two strongest female industries are the two least-impacted industries. These industries are also less sensitive to economic change.

People's health issues and the need to educate the young do not take a vacation during bad economic times. The demand for those services remains high.

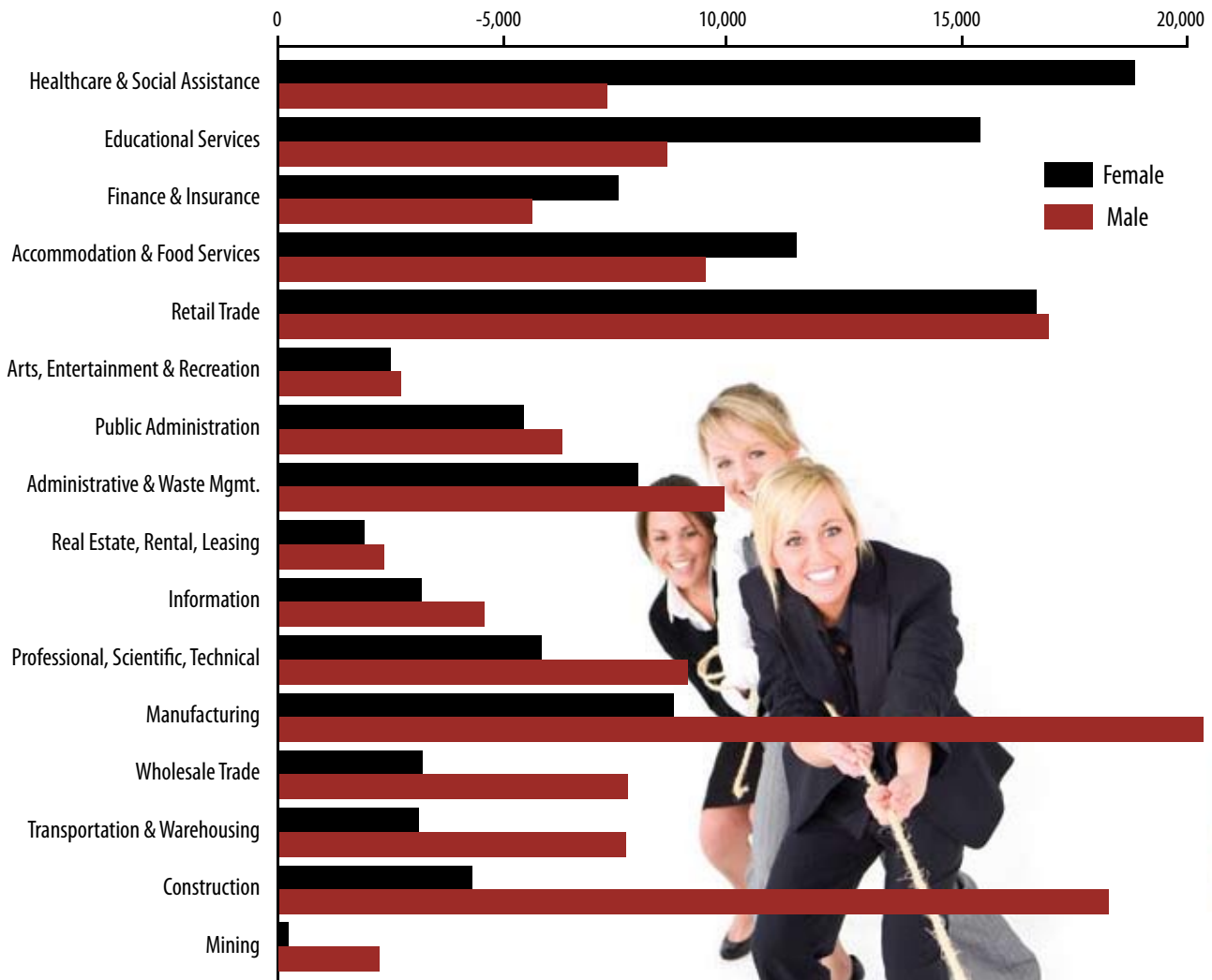
Most of the remaining industry sectors have a more even structure between male and female employment, so the remaining job losses are more equally balanced between men and women. Industries where females also have a sizeable (but largely equal) employment presence include retail trade, accommodation and food services, and administrative support. ①

Utah Employment Change By Industry
February 2007-2008



Source: U.S. Bureau of Labor Statistics.

Utah Employment: Gender By Industry 2007



Source: U.S. Census Bureau, Longitudinal Employer-Household Dynamics.

Most recessions hit the male labor force harder than the female.

The Fourth Quarter 2008 Job Vacancy Study

Analyzing the Demand for Labor in Metropolitan Utah

Despite sobering statistics, the average offered wage for metropolitan openings has remained stable.

The unemployment rate is the highest it has been in years, job growth has ceased and year-over average wage growth has slowed. The current labor market environment is such that those planning a career, seeking employment or feeling underutilized are facing a more questionable outlook than in years past. Data produced from the Department of Workforce Services' 2008 Job Vacancy Study—which is designed to profile the demand for labor—supports the notion that Utah's labor market has experienced a considerable downturn in demand since the fourth quarter of 2007.

More saliently, the job vacancy rate in metropolitan Utah was 1.8 percent during the fourth quarter of 2008. This is the lowest vacancy rate in our four years of analysis

and contrasts starkly from the 2007 rate of 3.3, which was captured prior to the current recession. Almost every sector witnessed a decrease in openings since 2007 and the construction industry's openings have all but evaporated since then. The data also suggests that open jobs are filling faster than when previously surveyed. In 2007, 32 percent of the openings were vacant for less than 30 days. Most recently, 51 percent of the openings were less than 30 days old. The increase in the ratio of jobseekers to openings is the most likely contributor to this phenomenon.

Another vacancy statistic unfavorable for job seekers is the reduction in openings offering employer-provided benefits. Fifty-two percent of job openings offered some kind of benefit during the survey period, whereas 63 percent offered some kind of benefit the year before. If you were seeking full-time or permanent employment in 2008, your odds of finding it were worse than in 2007. The percentage of openings for full-time employment fell 12 percent since 2007 and the percentage of openings for permanent employment fell 13 percent.

Is it just me or does this analysis need some Prozac? Despite the sobering statistics, the 2008 Job Vacancy Study provides some reasons for optimism. To start, the average offered wage for metropolitan openings has remained



stable. In a contracting economy, competition for employment increases and employers have leverage to offer less money for the same work. As of the fourth quarter of 2008, that had not yet materialized in the context of metropolitan Utah job openings. The average offered wage was \$13.40/hr, compared to \$13.10/hr in 2007.

Second, even in a slowing economy, there are some occupations that employers still have a difficult time filling. As defined by the Job Vacancy Study, openings for difficult-to-fill occupations are generally characterized by being

open for longer than 60 days or “always open,” having above-average advertised wages and requiring some form of post-secondary education or training.

As seen in the accompanying table, many healthcare and engineering occupations met the difficult-to-fill criteria during the fourth quarter of 2008. In fact, registered nurses and computer software engineers have been a mainstay of demand since 2004, as they have posted above-average vacancy rates every year surveyed.

Finally, economic forces that affect industrial and occupational job vacancy

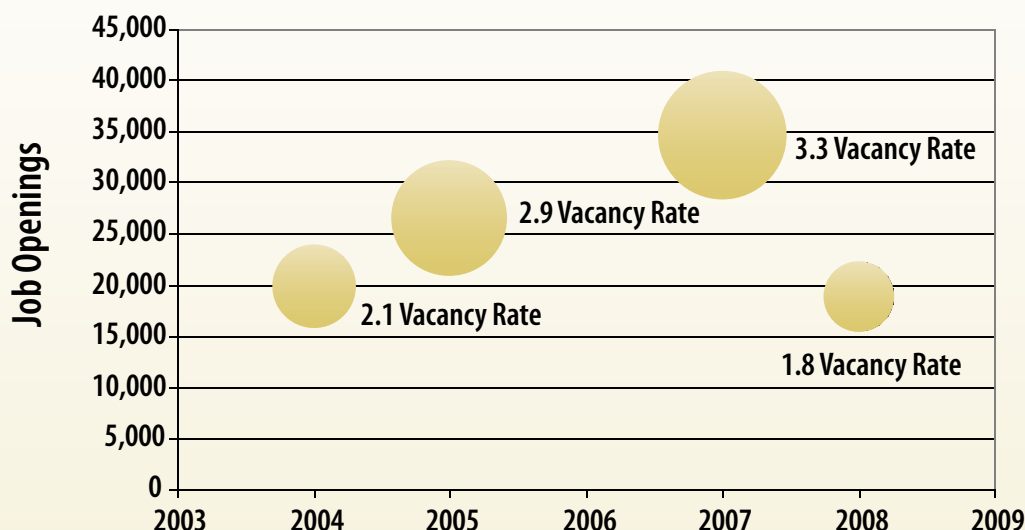
statistics can be very dynamic. Factors such as an evolving/transitioning economy, outsourcing, seasonality, the business cycle and the national economic climate can all greatly impact how a given job vacancy study ultimately actualizes.

Consequently, openings statistics have the potential of going from bad to better rather quickly, depending upon the external influences. If you currently possess a skill set in short supply, though, you could find yourself at the top of a very short interview list long before the next vacancy study is released. ⓘ

Difficult to Fill Occupations

Occupation	Estimated Openings	Vacancy Rate	Average Advertised Wage	Percent Open 60 Days or Always Open
Registered Nurses	625	4.5%	\$28.30	27%
Computer Software Engineers, Applications	134	3.6%	\$34.50	53%
Mechanical Engineers	89	4.0%	\$34.30	84%
Surgical Technologists	65	11.6%	\$20.60	83%
Pharmacists	56	3.7%	\$48.40	55%
Plumbers, Pipefitters, and Steamfitters	48	1.2%	\$18.50	80%
Civil Engineers	47	2.4%	\$29.20	82%
Electrical Engineers	35	4.5%	\$36.70	66%

2004—2008 Metropolitan Job Vacancy Study Results





Occupational Outlook in Context



Lately we have been fielding some very challenging questions about our occupational projections. Those questions, to put it bluntly, are about the accuracy of the projections. Here's an example: "Your projections say there should be 1,030 openings this year for carpenters. Are your calculators broken, or are you just completely out of touch with the realities of today's economy?" No, our calculators aren't broken and no, we're not out of touch. But apparently some explanation is in order.

The first thing to clear up is the misinterpretation of the data. What the projections data actually say is that between 2006 and 2016 we expect to see an average of 1,030 openings per year for carpenters. Meaning, in some years Utah could see more than 1,030 openings and in others less, but over the ten-year period the average should be about 1,030. Averages are intentionally used to report the projection model's results because the model is not designed to estimate the exact employment each year.

At this point, you may be asking yourself why that wouldn't be the goal of the model. To answer that, a quick overview of how the model works is in order. Essentially, the model uses

economic trends from the past, along with what is currently known about the economy, to estimate the growth of an occupation over a ten-year period. Amassing all that economic data gives us an abundance of information to work with, but it does not account for everything in the economy that could affect the demand for workers. When an economic variable can't be measured, we can't include it in the model and therefore it won't be reflected in the results. Natural disasters are a good example of events that can have a profound effect on the economy, but can't be predicted in either timing or scope. Because we can't predict such events, there is no way for the model to pinpoint the exact employment demand in any occupation.

Thus, we take what data we do have, which indeed accounts for a large majority of what generally affects the economy and the demand for workers, and we project a trend line into the future—in this case to 2016. Notice it's a trend line, and not a trend curve. Does the economy move in a straight line? Of course not; it cycles. (The term often used is "the business cycle"; you are undoubtedly aware that we are currently in the contractionary portion of a cycle.) The projected trend line represents the average, and should

cross through the curved line that will represent the cycles of the economy that occur up to 2016.

Another important point to keep in mind is that we don't sit on these projections until 2016. We update them every two years. Next year when we prepare the 2008-2018 projections we will have new data (i.e. more data on the recession) that will be incorporated into the model.

Should the fact that the openings data is not meant to be precise, or the fact that the projections will change every two years, lead to the conclusion that the data is too confusing or inaccurate to be used in career decision making? Definitely not. It just needs to be used correctly. The right thing to do is not think of the numbers in absolute terms. Instead, focus on the comparison to other occupations, or the same occupation in different regions, or even

No, our calculators aren't broken and no, we're not out of touch. But apparently some explanation is in order.

Utah 2006-2016 Top "Five Star" Jobs by Training Level

Bachelor's Degree or Higher	Annual Average Openings 2006-2016	Median Hourly Wages
Chief Executives	150	N/A
Computer and Information Scientists, Research	N/A	N/A
Computer and Information Systems Managers	100	\$43.40
Computer Software Engineers, Systems Software	360	\$37.60
Dentists, General	120	\$55.10
Engineering Managers	70	\$48.40
Engineering Teachers, Postsecondary	60	\$90,610.00*
Family and General Practitioners	60	\$0.00
Financial Managers	160	\$39.40
Health Specialties Teachers, Postsecondary	130	\$112,110.00*
Lawyers	300	\$44.90
Marketing Managers	60	\$38.50
Pharmacists	110	\$48.90
Physician Assistants	40	\$40.20
Sales Managers	140	\$41.60
More than High School, Less than a Bachelor's Degree		
Cardiovascular Technologists and Technicians	10	\$21.50
Dental Hygienists	100	\$30.70
Environmental Science and Protection Technicians	20	\$20.40
Industrial Engineering Technicians	40	\$25.50
Medical Equipment Repairers	60	\$28.50
Occupational Therapist Assistants	10	\$21.00
Paralegals and Legal Assistants	70	\$20.30
Registered Nurses	980	\$26.40
Respiratory Therapists	40	\$25.10

* Contract Wage

continued on page 12

the total number of workers in the economy. Also, remember that the projections are long-term. The data is not intended to be used for short-term planning or decision-making.

If your question is about what you should do today, you won't find the answer in the projections. However, if you're doing long-term career planning, the projections are a powerful piece of information to use in that process. ⓘ

You can find the projections data for individual occupations by going to:

<http://jobs.utah.gov/jsp/wi/utalmis/gotoOccinfo.do>

Or for a full list of occupations, go to: <http://jobs.utah.gov/opencms/wi/pubs/publicat.html>

Choose a region under the Job Trends bullet.

Utah 2006-2016 Top "Five Star" Jobs by Training Level Continued



Experience in a Related Occupation or Long Term On-the-Job Training	Annual Average Openings 2006-2016	Median Hourly Wages
Claims Adjusters, Examiners, and Investigators	80	\$26.30
Electrical Power-Line Installers and Repairers	90	\$25.30
Electricians	490	\$20.20
First-Line Supervisors/Managers of Production and Operating Workers	250	\$22.30
Food Service Managers	160	\$22.50
Industrial Machinery Mechanics	150	\$20.70
Industrial Production Managers	80	\$37.50
Plumbers, Pipefitters, and Steamfitters	300	\$21.20
Purchasing Agents	130	\$22.80
Sales Representatives, Nontechnical	850	\$23.40
Sales Representatives, Technical	310	\$30.00
Sheet Metal Workers	140	\$20.40
Supervisors/Managers of Construction Trades and Extraction Workers	490	\$23.70
Supervisors/Managers of Mechanics, Installers, and Repairers	190	\$27.00
Supervisors/Managers of Non-Retail Sales Workers	230	\$26.50
Moderate and Short Term On-the-Job Training		
Advertising Sales Agents	70	\$19.30
Aircraft Structure, Surfaces, Rigging, and Systems Assemblers	30	\$18.60
Bookkeeping, Accounting, and Auditing Clerks	780	\$13.60
Correctional Officers and Jailers	110	\$17.40
Drywall and Ceiling Tile Installers	310	\$16.50
Maintenance and Repair Workers	290	\$14.90
Operating Engineers	300	\$16.90
Painters, Construction and Maintenance	420	\$14.60
Pharmacy Technicians	200	\$14.10
Postal Service Mail Carriers	120	\$21.50
Roofers	120	\$16.60
Truck Drivers, Heavy and Tractor-Trailer	990	\$17.30

Source: Utah Department of Workforce Services, June 2008.

SCHOOL'S OUT... NOW GET TO WORK!

"School's out for summer!" This Alice Cooper song is an oldie but my daughter's band loves to play it. Everyone is excited for summer vacation from school—going to camp, vacations, lounging at the pool, just hanging out, and getting a summer job. Getting a job?! For most people getting their first job or a summer job can be exciting as well as intimidating, especially when the entire world seems to be in an economic downturn.

What does the economic downturn mean for students who want to work during the summer? Basically there are going to be fewer jobs for which to apply and more people competing for those jobs, including experienced adult workers. It will be more important than ever to fill out job applications correctly, provide a grammatically perfect resume, and prepare for job interviews. There are tips available on the Internet. Check out these sites (or do a Google search yourself):

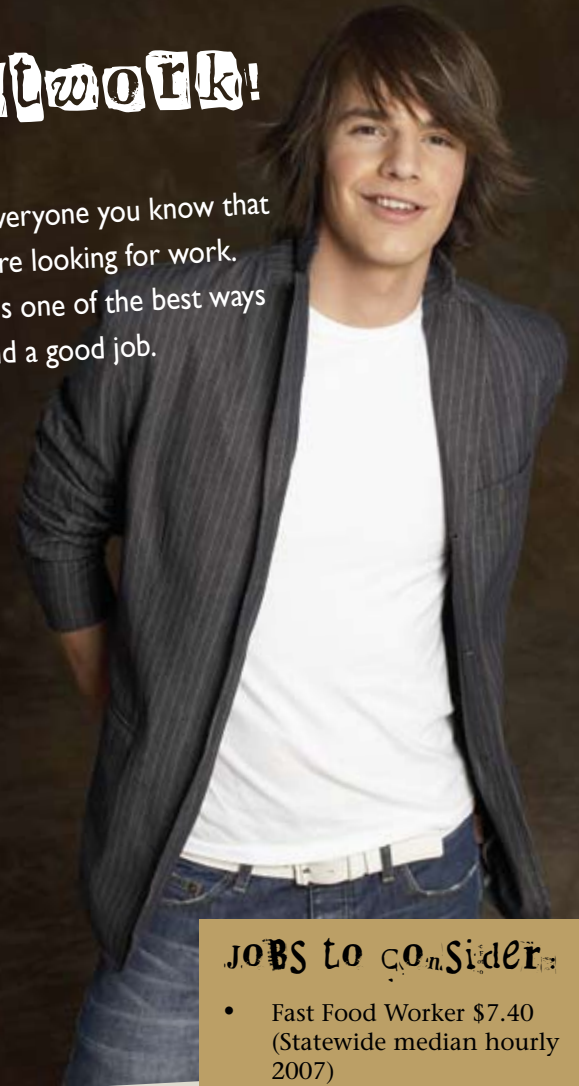
- <http://justforyouth.utah.gov/employment.htm>
- <http://jobs.utah.gov/jobseeker/dwsdefault.asp>
- <http://jobsearch.about.com/cs/justforstudents/a/teenjobs.htm>
- http://www.quintcareers.com/teen_jobs.html

Why work during the summer? Besides the obvious benefit of working—money—having a summer job can help you decide what types of careers you might be interested in. It helps build your resume and gives you some real work experience for when you graduate and have to really start working. Also, it gives you the opportunity to network—developing a professional relationship with people who might be able to help you find job opportunities in the future.

What should you do if you want to work but can't find a job? Get creative—baby sit, mow lawns, or provide other services for friends and neighbors. You might also consider taking an unpaid internship and there are lots of opportunities to volunteer. You will be able to put your internship, and/or volunteer experience on your resume. Plus, sometimes internships turn into paying jobs. ⓘ

network!

Tell everyone you know that you are looking for work. This is one of the best ways to find a good job.



JOBS to Consider

- Fast Food Worker \$7.40 (Statewide median hourly 2007)
- General Office Clerk \$10.79
- Waiter/Waitress \$7.93
- Maid/Housekeeper \$8.28
- Stock Clerk \$10.49
- Library Assistant \$9.61
- Landscapers/ Groundskeeper \$9.77
- Cleaner of Vehicles and Equipment \$8.87
- Receptionist \$10.06
- Cashier \$8.18
- Customer Service Representative \$12.34
- Retail Sales Person \$9.54
- Amusement & Recreation Attendants \$7.47

College Grads

Face Turbulent Times Finding a Job

Graduates from colleges and universities in Utah and across the nation will face a highly competitive job market this year. Fewer employers and fewer job openings describe the nature of the labor market in this down economy.

Because of the recession, employers are curtailing their recruiting activities. There will be many applicants going after the job opportunities that do occur. These applicants include recent graduates, but also those experienced workers with degrees who are already in the labor market but may have lost their jobs.

A report from the National Association for Colleges and Employers (NACE) said the companies surveyed for the spring of 2009 are planning to hire 22 percent fewer grads from the class of 2009 than they hired from the class of 2008. Some 44 percent of companies responding to the survey said they plan to hire fewer new grads, and another 22 percent said they do not plan to hire at all this spring. That was more than double from last year's figure. The point is, employers are still going to hire, just at lower levels.

The slowdown in hiring is spread across virtually all industries. Still, this doesn't mean there is zero hiring going on. Companies are filling many positions. We are used to hearing about the recent high rates of growth resulting in many job opportunities. Things have changed.

The recession means a shrinking and tightening of the market. This leads to a constriction of hiring for new positions. What happens in a down economy is that hiring does take place, but only to replace positions in needed functions. We call that "replacement demand" and it is the reason the hiring portal is still open. Filling positions left vacant from workers transferring to another occupation or leaving the labor force (death, disability, retirement etc.) creates this replacement demand.

The job market is competitive but not impenetrable. Most industries are affected by the economic doldrums and are limiting their recruiting. Perhaps the sectors with the most positive near-term outlook are healthcare and federal government. Recruiting for federal government will be increasing as budgets for jobs in the public sector grow.

We don't know exactly where we are in the business cycle right now, but we do know that we will pull out of the malaise and see better times ahead. It's a matter of timing. It's not the first recession, nor the last. Even though things look bleak right now, college grads should find solace in the knowledge that there is economic security in higher education. Normally, the more you learn, the more you earn, and the less unemployment you will experience.

Mobility, flexibility, and a can-do attitude are the attributes of a successful graduate. You must be mobile—to accept work where the work is. In an "employer's" job market, you may not be able to start at the great salary you wanted, or in your prime location. You may have to accept something less to get started in your career. Think outside the box. 📌





*The job
market is
competitive
but not
impenetrable.*

Tool Kit for College Graduates



- Start your job search early. Don't wait until you take off your regalia at graduation.
- Be realistic about your opportunities in a down market. It will be tough.
- Use all the resources you can to help locate opportunities. Start with friends and family, the career services placement division at your college or university, the alumni association at the school (like the business school, engineering school, etc.), online job search resources including the Department of Workforce Services. <http://jobs.utah.gov/jobseeker/guides/JSTools.asp>
- Network. In addition to friends and family, identify professional and trade groups in your major. Use the search engines on the Internet.
- Accept a position that may not be exactly what you are seeking. It will enable you to get valuable work experience, and also expose you to the job openings outsiders don't get access to. This is called the internal job market. Once you are inside you typically can apply for many other jobs that are not the limited ports-of-entry occupations available to the general public.
- Get experience any way you can—internship, part-time, whatever.
- Finding a job is a job. Treat it like one.
- Be ready to relocate. Not all the jobs are going to be here in Utah.
- Do not get discouraged. Remember, even with the unemployment rate at 5+ percent, that means that 95 percent of the workforce has work. So can you.

Available for Work

While the official unemployment rate is a key indicator of the lack of job availability, no single statistical measure completely captures the current conditions of the labor market.

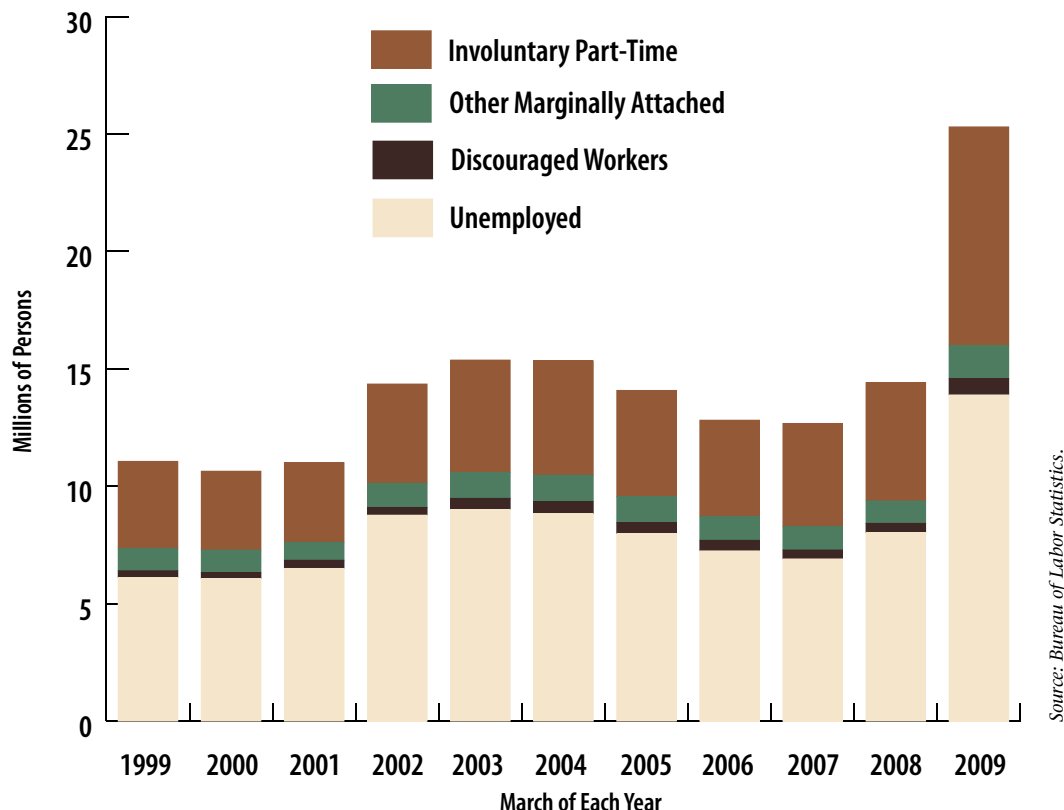
The national recession began more than 16 months ago. In December of 2007 there were 7.4 million unemployed workers in the United States. Over these recent months the ranks of the jobless have risen relentlessly. By June 2008, the number of unemployed increased by another 1.5 million. Six months later two million more were unemployed, and by March 2009, another three million, reaching a total of 13.9 million workers who were willing to work but couldn't find a job.

The unemployment rate—the ratio of the unemployed compared to the total labor force (employed plus the unemployed)—has increased by 3.6 percentage points on a seasonally adjusted basis, from 4.9 percent in December 2007 to 8.5 percent by February 2009.

While the official unemployment rate is a key indicator of the lack of job availability, no single statistical measure completely captures the current conditions of the labor market. This is particularly true when it comes to unemployment and underemployment.

Someone is classified as unemployed if they do not currently have a job, are available to work, and have actively searched for work during the most

Unemployed and Underemployed in the United States



recent four weeks. This definition has been quite consistently applied, with minor modifications, since its inception in 1940. It has also been recognized for a long time that, particularly in times of recession, the unemployment rate does not comprehensively reflect the difficulties people are facing in the labor market. The Bureau of Labor Statistics has developed broader measures to capture workers who are underutilized, unemployed or underemployed.

Discouraged workers are defined as those who are available for work and have searched for work in the prior year, even though they are not currently looking because they feel their search would be in vain. Since December 2007, discouraged worker estimates have increased from 363,000 to 685,000. One can also add all “marginally attached workers,” not just discouraged workers. Marginally attached workers are defined as persons who are neither working nor looking for work but indicate that they want to, are available for a job, and have looked for work sometime in the past year. This group includes those who are not currently looking for work for

reasons such as lack of child care or transportation. Using this definition, there would be another 440,000 people added to the unemployed over the past 16 months.

Finally, there are many workers, underemployed, who have a part-time job and want to work full-time or who were working full-time but are having to work a reduced schedule because of the slack demand their company faces. These people are sometimes referred to as involuntary part-time workers, or officially counted by the government as “persons who worked part-time for economic reasons.” Since December of 2007, the number of involuntary part-time workers has increased by 4.6 million, from 4.75 million people to 9.3 million.

When you add all of this together, the unemployment and underemployment rate in March would be 15.6 percent nationally compared to the official unemployment rate of 8.5 percent. No matter how you measure it, this recession is causing serious employment and financial problems for many millions of Americans. 📍

Since December 2007, discouraged worker estimates have increased from 363,000 to 685,000. This article defines discouraged workers and other categories of unemployed or underemployed workers.

Hiring in the Midst of Firing...

Even during a
recession, many
workers find new
jobs.

So, what is up with an article about new hires in the midst of a recession? If you are out of work, you might be thinking nobody is hiring, and you might as well go eat worms. Well, let's talk about the startling reality.

I've been an economist for a long time, but until data from the U.S. Census Bureau in the form of the Local Employment Dynamics (LED) program was available, I had no idea just how fluid the labor market is. LED reveals that even during the height of a recession there is a lot of hiring and job-changing going on. A "hire" in this case simply represents a person on a company's payroll in the current quarter that wasn't on the payroll in the previous quarter.

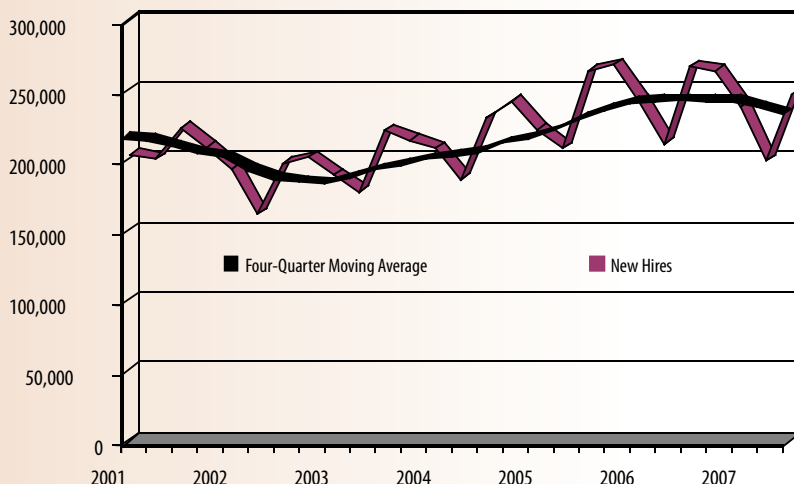
During the "trough" of the last recession, and at the bottom of seasonal hiring (first quarter 2003), new hires still represented 16 percent of total Utah employment. That means one in six people had a new job. If you get rid of the seasonality with a moving four-quarter average, the lowest rate of hires was 18 percent. Interestingly, at the height of the recent boom, the four-

quarter moving average wasn't all that much higher—21 percent.

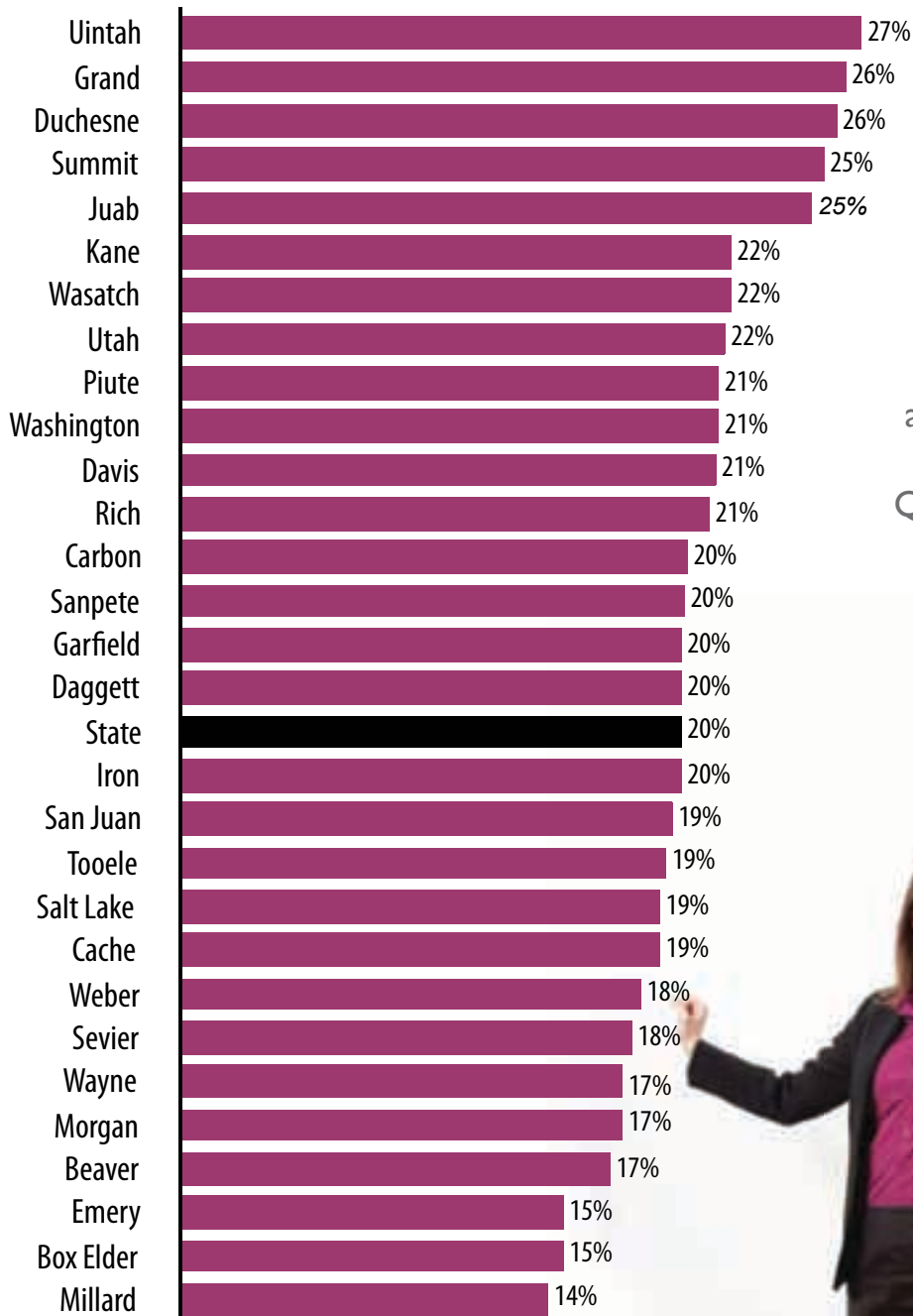
How can there be so many hires when the economy is shrinking? Some industries continue to grow even during a recession. Plus, people change jobs, move, go back to school, retire, leave the labor force to raise their kids, etc. All this change creates "replacement" openings. The good news? Even during the recession, there are job openings. The bad news? There are more workers chasing a reduced number of openings.

Where are we right now? Well, one bad thing about LED data is that it takes a while to crunch the data. The most recent data available is for second quarter 2008; the Utah labor market didn't go in contraction until the end of 2008. During that quarter, a wide variance in hire rates was apparent—from energy-booming Uintah County with 27 percent new hires to Millard County with 14 percent new hires. Even Washington and Iron counties, which were contracting during the second quarter, showed at least 20 percent of employment in the new-hire category. ①

Utah
New Hires



Source: U.S. Census Bureau; Local Employment Dynamics Program.



Source: U.S. Census Bureau; Local Employment Dynamics Program.

Hires

as a Percent of Total
Employment; Four
Quarters Ending June
2008



For more information see:
<http://lehd.did.census.gov/>

ENGINEERS:

You're a middle school or high school student and the summer lies before you, a long string of blank days on a calendar, and neither you nor your parents have a clue about what to do to fill in the time. If you are the kind of student who likes critical thinking, math and science or if you're just curious about how things

are made, you might be a candidate for doing some research about engineering. This is a great way to learn about what engineering means (according to most dictionaries it means to lay-out, construct or guide the course of) and check out the various fields of engineering to see if any of them appeal to you. Engineers offer solutions to prob-



PROBLEM SOLVERS

lems. Civil engineers are responsible for roads, dams and bridges; chemical engineers devise equipment and processes for manufacturing products such as gasoline, plastics, and paper. There are also mechanical, bio-medical, electronic, computer, nuclear, and environmental engineers, to name a few. Maybe you have dreamed about being a rocket scientist—that's just another name for aerospace engineer. For just about every interest there is an engineering field.

There are many web sites geared toward students of all ages who are interested in finding out more about engineering. The State of Utah gives career exploration information at <http://careers.utah.gov/careers/> where you can compare wages and future growth outlook for specific engineering fields. Do an Internet search for engineering sites and you'll find many that are interactive, have lots of facts, and are a fun way to spend some time while learning about engineering. Try engineering.org lets you search for accredited engineering degree programs throughout the world. It is geared toward students 8-18 and their parents, teachers and coun-

selors. There are lesson plans for teachers, games, competitions, and projects, such as designing a roller coaster or a parachute.

A national day, Introduce a Girl to Engineering, held in February of each year, is sponsored by National Engineering Week Foundation, in conjunction with engineering societies and public and private businesses. Only 20 percent of engineering undergraduates and 10 percent of the engineering workforce are women. The web site (<http://www.eweek.org/>) endeavors to change the perception of the people that teach girls, and therefore girls themselves, that girls don't have math and science abilities and are not suited to study engineering. This organization's assessment is that girls have to believe they can be engineers before they can become engineers. To further that premise, the Foundation sponsors a week that brings girls and role models together. There are links to engineering sites of interest to students of all ages.

Check out www.engineeryourlife.org, it lists reasons for girls to choose engineering as a career. Profiles of engineers,

stories about engineering feats, and lists of classes to take in high school can be found at www.engineergirl.org.

Once you've found out about engineering, consider signing up for a summer engineering camp. Locally, Westminster College offers a robotics camp for 13-18 year-old students. Clark Planetarium offers a telescope building camp.

University of Utah College of Engineering hosts HI-GEAR (Girls Engineering Abilities Realized) featuring team projects for girls in grades 9-12. They also sponsor JETS (Junior Engineering Technical Society at <http://www.jets.org/>) which features a national competition for Utah's math and science students.

Engineering jobs require at least a bachelor's degree. Look at <http://www.abet.org> or collegedata.com for directories of schools that offer engineering programs.

Once you've done some research about specific fields, spent time participating in a camp and earned an engineering degree, maybe you'll design an eco-friendly mass transit system, clean fuel for aircraft or help reverse global warming! ❶

THERE ARE MANY TYPES OF
ENGINEERS, INCLUDING CIVIL,
CHEMICAL, MECHANICAL,
BIOMEDICAL AND ENVIRONMENTAL.

This issue's job seeker article is:

Networking

"It's not what you know, it's who you know."

This is, to some extent, true when it comes to finding a job. You may have heard about "networking" and the "hidden job market." These jobs aren't usually advertised but are filled by promotion or a referral. Simply put, a firm has a job opening and the recruiter asks if anyone knows someone who would be interested.

Why would firms recruit like this?

Don't we all feel more comfortable and confident when we have a referral? Many firms like to hire people using this same strategy. A personal referral is perceived as a good way to hire good people. It saves time and money to hire based on a recommendation.

This article is the second in a series on finding a job. We thought it would be helpful, in this economic downturn, to people who may have lost their job, or just want to be prepared to find another one, in case. Subsequent articles will deal with job search topics.



What does this mean?

It means that if you are looking for a job, let people know. Work to build relationships by asking advice, asking if they know of people you can contact, and asking if they have heard of any job opportunities. Let them know what experience you have and the type of job you are interested in.

Don't be shy!

Good networking is mutually beneficial because you get a job and the employer gets an employee. Networking isn't begging for a job, it is building relationships and seeking information.

Who?

Start with people you know. Talk to friends, relatives, your hairdresser, people at your gym, parents at your child's soccer game, etc. Tailor your approach to fit the situation. You never know who may know someone who can help you. If someone does offer to help, ask for a contact name. Contact these "referrals." When you meet with referrals, ask them for

referrals. Try "cold calling." You can also contact people you don't know and ask for informational interviews.

Get going!

Make a list of contacts. When you contact a referral, introduce yourself, state your purpose and request a meeting. Prepare a list of questions for the meeting. Ask referrals if they know other people you can contact. Write thank-you notes and keep a log of your contacts. It would be embarrassing to hear from someone and not be able to remember them.

Social Networks

People who have a web presence on social networks such as Facebook, Myspace, or LinkedIn, write blogs, and/or have a web site can use these electronic tools for networking. Letting friends know you are looking for work and referring people to your information might lead to job opportunities. If you decide to use these social networks as a job search resource, make sure that your information is up-to-date and professional, since your potential employer might be looking at it. ❶



*You never know who
may know someone
who can help you,
and when you meet
with referrals, ask
them for referrals.*



Kane County



What county in Utah is home to the largest animal sanctuary in the United States? It's Kane County. The Best Friends Animal Sanctuary is also the county's largest employer. In many nonurban counties, the largest employer is typically the public school district.

Tourism-related jobs make up a larger-than-average share of Kane County's employment base. Lake Powell and other recreation sites contribute to a leisure/hospitality sector which comprises almost 30 percent of total nonfarm jobs, compared to 10 percent statewide.

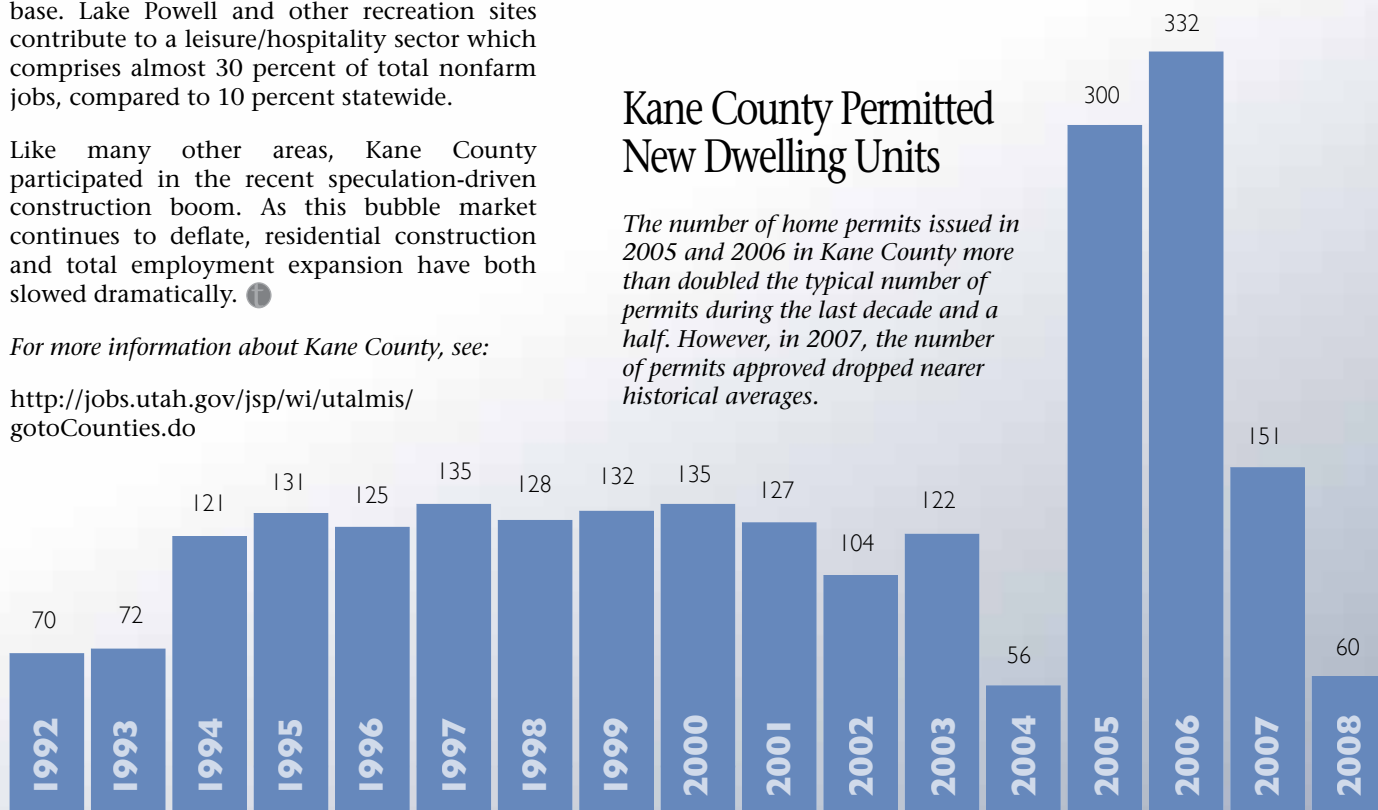
Like many other areas, Kane County participated in the recent speculation-driven construction boom. As this bubble market continues to deflate, residential construction and total employment expansion have both slowed dramatically. ⓘ

For more information about Kane County, see:

<http://jobs.utah.gov/jsp/wi/utalmis/gotoCounties.do>

Kane County Permitted New Dwelling Units

The number of home permits issued in 2005 and 2006 in Kane County more than doubled the typical number of permits during the last decade and a half. However, in 2007, the number of permits approved dropped nearer historical averages.



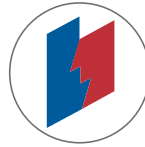
Source: Utah Bureau of Business and Economic Research.



Job Seekers:

- Find a Job
- Electronic Job Board
- Job Fairs
- Search for Child Care
- Economic Information
- Careers.utah.gov
- Job Seeker Guides
- Training Services
- Utah Careers with a Future!
- Resources for Laid-off and Dislocated Workers
- File an Unemployment Claim
- Unemployment Insurance Benefits
- File an Appeal
- Career Center
- Just for YOUTH
- Utah Cares
- Workshops
- Find an Employment Center
- Hire Vets First

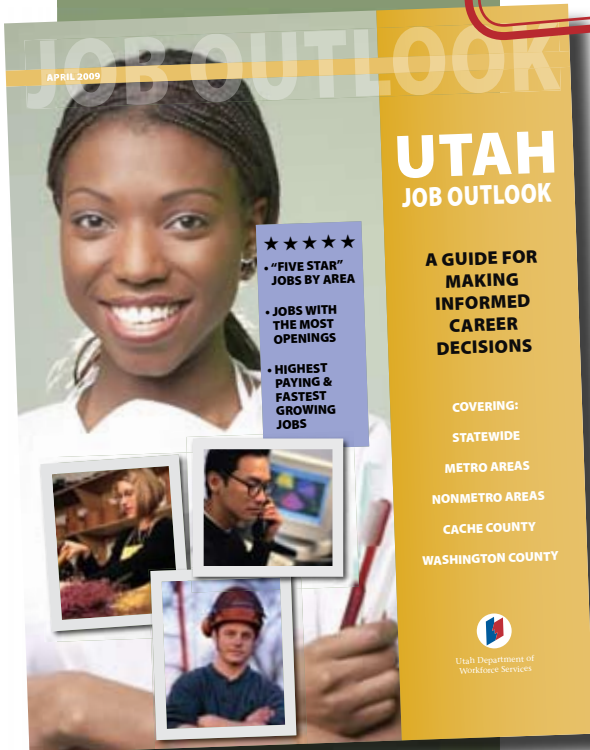
It's easy at
jobs.utah.gov



Employers:

- Search for Employees
- Report Quarterly UI Taxes
- Seminars / Workshops
- New Hire Registry
- Recruitment Services
- Economic Information
- Hire Vets First
- Become a Youth Mentor
- business.utah.gov
- File an Appeal
- Resource Center
- Pre-Layoff Services
- Find Economic and Wage Data
- Employer Tax Information
- Information Subscription

**JUST
RELEASED!**



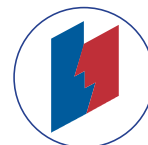
The Department of Workforce Services has just released the *Utah Job Outlook*, a guide for making informed career decisions. Packed with information specific to your area, be sure to take a look at <http://jobs.utah.gov/wi>.

ALL IN ONE PLACE

This publication will help you find:

- **“FIVE STAR” JOBS BY GEOGRAPHICAL AREA**
- **OCCUPATIONS WITH THE MOST OPENINGS**
- **HIGHEST PAYING & FASTEST GROWING JOBS**
- **A SAMPLING OF JOB DESCRIPTIONS**

See the entire publication at
[HTTP://JOBS.UTAH.GOV/WI](http://jobs.utah.gov/wi)



just
the
facts...

February 2009 Unemployment Rates

Utah Unemployment Rate	5.1
U.S. Unemployment Rate	8.1 %
Utah Nonfarm Jobs (000s)	1,221.8
U.S. Nonfarm Jobs (000s)	132,130.0

Changes From Last Year

Up	1.8 points
Up	3.3 points
Down	2.1 %
Down	3.1 %

February 2009 Consumer Price Index Rates

U.S. Consumer Price Index	212.2	Up	0.2%
U.S. Producer Price Index	170.1	Down	1.3%

Source: Utah Department of Workforce Services

February 2009 Seasonally Adjusted Unemployment Rates

Beaver	5.1 %
Box Elder	6.2 %
Cache	4.2 %
Carbon	5.3 %
Daggett	3.5 %
Davis	4.7 %
Duchesne	5.2 %
Emery	4.3%
Garfield	8.9 %
Grand	8.2 %
Iron	6.2 %
Juab	7.7 %
Kane	6.1 %
Millard	4.3 %
Morgan	5.0 %
Piute	4.4 %
Rich	3.9 %
Salt Lake	5.0 %
San Juan	8.4 %
Sanpete	6.8 %
Sevier	6.4 %
Summit	4.6 %
Tooele	5.9 %
Uintah	4.7 %
Utah	4.8 %
Wasatch	5.7 %
Washington	7.1 %
Wayne	7.7 %
Weber	6.2%

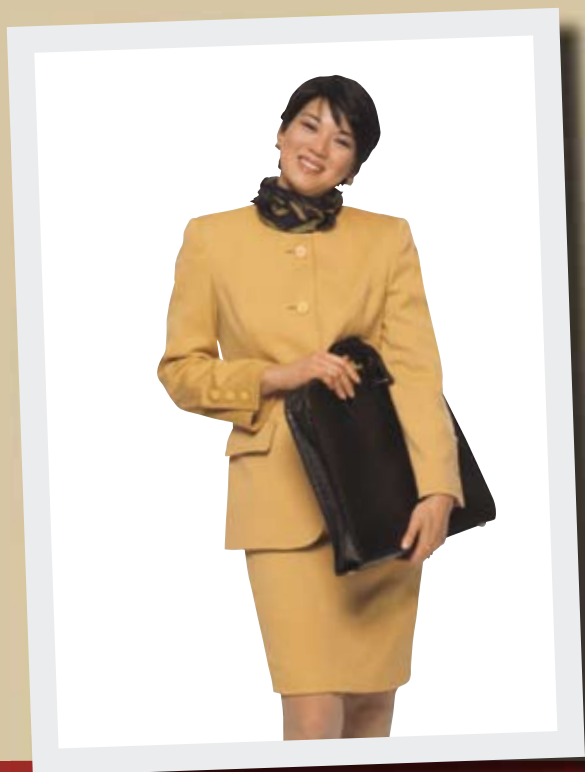
Watch for these features in our
Next Issue:

Theme:
Evaluating Utah's Economy;
a mid-season check-up

County Highlight:
Juab

Occupation:
Economist

How many annual average
openings will there be for
sales managers?



Find out at
jobs.utah.gov
click on Workforce Information



Utah Department of Workforce Services
Workforce Development and Information Division
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Salt Lake City, UT 84111

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